

Message Text

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63

ACTION EB-11

INFO OCT-01 NEA-10 ISO-00 AID-20 CIAE-00 FRB-02 INR-10

NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 SPC-03 CIEP-02

LAB-06 SIL-01 OMB-01 DRC-01 /088 W

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P 071500Z MAR 74

FM AMEMBASSY NICOSIA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC PRIORITY 8274

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E.O. 11652: N/A

TAGS: BBAK, CY

SUBJECT: REQUEST FOR INFORMATION ON LOUIS BERGER INC

1. LOUIS BERGER INC., 100 HALSTED ST., EAST ORANGE, NEW JERSEY, HAS SUBMITTED PROPOSALS FOR FEASIBILITY STUDIES UNDER IBRD HIGHWAY PROJECT LOAN NUMBER 904 CY. PROPOSALS FOR FEASIBILITY STUDIES OF (A) NICOSIA-FAMAGUSTA AND NICOSIA-LIMASSOL HIGHWAYS AND (B) OF ROAD USER CHARGES AND REGULATIONS, VALUED AT SOME \$260,000 AND \$60,000, RESPECTIVELY, INVOLVED.

2. WE BELIEVE BERGER IS ONLY 3 PERCENT ABOVE LOWEST BIDDER (HANLEY, HUGHES AND BOSBEY OF BRITAIN) ON PROPOSAL (A). BERGER TELLS US THAT IBRD RATES THEM FIRST AMONG COMPANIES COMPETING FOR THIS WORK. EMBASSY WOULD APPRECIATE COMMERCE EFFORT TO CONFIRM THIS CLAIM IN ORDER PERMIT US USE FACTS IN DISCUSSIONS WITH GOCYPRUS OFFICIALS AND MINISTERS. AS AWARD TO BE DECIDED NEXT WEEK, PLEASE REPLY SOONEST.

COMMENT: THIS IS CLOSEST US FIRM HAS COME TO WINNING WORK UNDER IBRD LOAN IN CYPRUS. QUALITY AND EXPERIENCE SHOULD OVERRIDE 3 PERCENT COST DIFFERENTIAL.

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WE WANT TO BE SURE OF OUR FACTS BEFORE PRESSING

THIS ARGUMENT.
GRANT

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NNN

Message Attributes

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Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
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Disposition Remarks:
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